

X. LA MOTTE SAGE, A.M., PH.D., LL.D.
President,CHARLES S. CLARK, M.A.
Vice-Prest. and Gen'l Mgr.

NEW YORK INSTITUTE OF SCIENCE

Incorporated under the Laws of the State of New York.

Paid up Capital
\$50,000.00

39 STATE ST.

ROCHESTER, N.Y.

Mar. 7

1902

Mrs. M. M. Schulze
Columbus Ohio

Dear Madam:-

A short time ago, in compliance with your request, we mailed you our advanced literature on Hypnotism, Personal Magnetism, etc. As yet no reply has been received. The fact that you answered our advertisement indicates that you have progressive ideas, and we cannot help feeling that you are interested in the wonderful science of Hypnotism.

Every mail brings us letters from our numerous students, who express themselves in the most glowing terms in regard to the marvelous results they have received from our instruction. The cost is so infinitely trifling, when compared with the benefits, that we believe every ambitious person will be eager to avail himself of such a course, if the matter is properly presented to him. Unless you could sit in our office and read the actual letters from our students, you cannot know what our instruction has accomplished. If you can possibly do so at any time it would pay you to come here and investigate for yourself. We cannot say in our circular matter what our students say. It would be too strong; nobody would believe it; and, besides, there are things we could show you in letters in our possession, which we dare not publish.

You little dream of the marvelous possibilities of this science. You cannot afford to pass this matter by lightly. There is too much at stake. You are offered information which more than anything else will add to your personal influence, your happiness, health and success, both financially and socially. It will enable you to be a power in the world. Our course has the unqualified endorsement of physicians, clergymen, colleges and scientific men. We will teach you or refund your money. Our bank references absolutely insure our responsibility. We cannot afford to misrepresent anything to you. While our literature, now in your possession, contains the names and addresses of many of our students, and much information in regard to what we teach, still we will gladly furnish you additional references and testimonials and give you more information in regard to Hypnotism if you desire such. We want you to have this knowledge, knowing that when you once get it, you will thank us as long as you live for writing you this letter.

Write us fully and plainly just what you think. We believe you to be an intelligent person, with up-to-date ideas, and we should like to have an expression from you in regard to Hypnotism, and to know if you are pleased with our literature.

Hoping to hear from you by return mail, we are,

Most sincerely

NEW YORK INSTITUTE OF SCIENCE,

Vice-Pres. and Gen'l Mgr.

54A-F.17.

ADDRESS ALL COMMUNICATIONS AND MAKE ALL REMITTANCES TO ROCHESTER, N.Y.